

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY LAGOS

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E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: LAGOS INTERNATIONAL FAIR

1. COMMERCE HAS BEEN ABLE TO SECURE FUNDING SUFFICIENT TO MOUNT USDOC EXHIBITION AT LAGOS FAIR, NOVEMBER 27 - DECEMBER 11, 1977.

2. USDOC PARTICIPATION REMAINS CONDITIONAL UPON 1) RECEIPT OF WRITTEN APPROVAL FROM THE FAIR AUTHORITIES THAT USDOC MAYBE THE LESSEE OF FAIR SPACE AND MAY SUB LEASE TO PRIVATE FIRMS, 2) THE FAIR AUTHORITIES AGREE TO GRANT AN OPTION TO USDOC/EMBASSY 10,000 SQUARE FEET GROSS OR 8,000 SQUARE FEET NET OF INTERIOR SPACE IN WHICH TO MOUNT THE USDOC EXHIBIT, AND 3) RECEIPT BY USDOC OF TERMS AND CONDITIONS OF PARTICIPATION ISSUED BY THE FAIR AUTHORITIES WHICH MEET BASIC USDOC REQUIREMENTS, INTER ALIA THAT USDOC MAY USE ITS OWN UNCLASSIFIED

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EXHIBIT DESIGN AND SELECT ITS OWN FAIR EXHIBIT CONTRACTOR, INCLUDING THIRD COUNTRY.

3. ONLY AFTER THIS MATERIAL IS RECEIVED BY USDOC MAY POST MAKE ANY COMMITMENTS TO FMT OR POTENTIAL EXHIBITORS REGARDING OFFICIAL USG PAVILLON.

4. COMMERCE IS AIRPOUCHING 60 COPIES EACH OF PARTICIPATION AGREEMENTS, PRODUCT CHARACTERISTIC SHEETS, MARKETING DATA FORMS FOR USE BY EMBASSY AFTER GO-AHEAD TO SIGN UP PARTICIPANTS HAS BEEN GIVEN BY USDOC.

5. EXTERIOR SPACE ADJACENT TO USG PAVILLON WILL BE NEEDED FOR THOSE FIRMS WHICH HAVE EXPRESSED INTEREST IN OUTSIDE SPACE. POST AT THIS TIME SHOULD OBTAIN FROM THOSE FIRMS COMMITMENT TO EXHIBIT IN EXTERIOR AREA OF USDOC PAVILLON. ONCE TOTAL OF OUTSIDE SPACE DESIRED BY THESE FIRMS IS KNOWN, POST SHOULD OBTAIN OPTION THAT AMOUNT OF OUTSIDE SPACE FROM THE FAIR AUTHORITIES. POST REQUEST SHOULD STATE THAT EXTERIOR SPACE HAVE DIRECT ACCESS AND BE CONTIGUOUS TO U.S. INTERIOR EXHIBIT AREA. COMPANY FOR ITS INITIAL PARTICIPATION FEE WILL RECEIVE 6X4 OR 24 SQUARE METER OUTSIDE AREA. INCREMENTS TO THAT SIZE WILL BE SOLD AT THE RATE OF 50 DOLLARS PER SQUARE METER, FOR EXAMPLE, G.E. REQUEST FOR 2,000 SQUARE FEET WOULD COST 3,000 DOLLARS FOR THE FIRST 24 SQUARE METER AREA PLUS 50 DOLLARS FOR EACH OF THE ADDITIONAL 161.2 SQUARE METERS AMOUNTING TO 8,059 DOLLARS FOR A TOTAL SPACE RENTAL/PARTICIPATION AGREEMENT COST OF 11,059 DOLLARS. INCREASED USDOC CHARGE TO EXHIBITOR OVER COST OF SPACE RENTAL REFLECTS EXPENSES WHICH USDOC WILL INCUR FOR LIGHTING, GRAPHICS, UTILITIES, SET UP AND DISMANTLING, ETC.

6. USDOC DESIGN AND FAIR MANAGEMENT STAFFS HAVE PREPARED SITE SURVEY CHECKLIST, WHICH APPEARS BELOW, OR DATA NEEDED TO PROCEED WITH DEVELOPMENT OF PAVILLON DESIGN AND UNCLASSIFIED

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PREPARATION OF SUBSEQUENT EXHIBIT CONSTRUCTION CONTRACT BIDS. COMMERCE REQUIRES ANSWERS TO CHECKLIST BY APRIL 20, IF POST FINDS IT PREFERABLE, PARTIAL ANSWERS MAY BE SUBMITTED AS THEY ARE DEVELOPED, WITH THE REPLIES KEYED TO THE HEADINGS OF THE CHECKLIST.

7. BACKGROUND WHICH E/C COUNSELOR SAID HE WOULD FURNISH IN U.S. FIRM, MESSERSCHMIDT, SHOULD BE SUBMITTED AS PART OF SECTION 9 OF CHECKLIST.

8. SITE SURVEY CHECKLIST:

1. GENERAL CONSIDERATIONS

A. LIST NATIONAL HOLIDAYS AND DATES THAT OCCUR DURING CONSTRUCTION, FAIR AND DISMANTLING PERIODS.

B. LIST RECOMMENDED HOURS OF FAIR.

C. ARE THERE ANY NATIONAL OR RELIGIOUS TABOOS CONCERNING
COLORS, GRAPHIC THEMES?

D. IS PUBLIC TRANSPORTATION AVAILABLE FROM HOTELS TO FAIR
SITE?

E. ARE PARKING AREAS AVAILABLE?

F. ARE THERE RESTAURANT FACILITIES NEAR EXHIBITION SITE?

2. TOPOGRAPHY

A. SIZE OF EXHIBITION BUILDINGS, NUMBER OF BUILDINGS,
OUTDOOR PLOT.

B. CONDITION OF PLOT.

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C. LIGHTING OF BUILDINGS AND PLOT.

D. NATURE OF PLOT (LEVEL SLOPE, TERRACED, HILLY).

E. OBTAIN TOPOGRAPHICAL PLAN OF U.S. EXHIBITION SITE.

3. EXHIBITION HALLS

A. OBTAIN 1:100 SCALE DRAWINGS OF EXHIBITION HALLS, PLAN
VIEWS AND ELEVATIONS, INDICATING COLUMNS AND OTHER OBSTRUCTIONS,
WATER AND WASTE LINES, ELECTRICAL POINTS, W.C.'S,
ETC.

B. WHAT IS THE COMPOSITION OF THE FLOOR?

C. FLOOR LOAD CAPACITY?

D. IS IT PERMITTED TO CHANNEL INTO FLOOR FOR:

1. UTILITIES?

2. BOLT DOWN MACHINERY?

E. DIMENSIONS OF OPENINGS FOR FREIGHT ACCESS.

4. ARE REPAIRS TO BUILDING REQUIRED?

A. PAINTING

B. STRUCTURAL

C. GLASS

D. ROOF

E. PLUMBING
F. ELECTRICAL

5. CLIMATIC CONDITIONS

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1. MAXIMUM WIND VELOCITY - AVERAGE WIND VELOCITY.

2. WIND DIRECTION.

3. TEMPERATURE - HIGH, LOW.

4. HUMIDITY INDEX.

5. RAINFALL (CONSTRUCTION THROUGH DISMANTLING).

6. PHOTOS (NUMBERED AND KEYED TO PLAN)

1. PLOT

2. EXTERIOR AND INTERIOR OF BUILDING.

7. UTILITIES

1A. LOCATION AND CHARACTERISTICS OF ELECTRICAL SUPPLY
(300KVA MINIMUM).

B. MAXIMUM KVA AVAILABLE.

C. VOLTAGE FLUCTUATIONS.

D. CONSUMPTION COST.

2A. LOCATION AND PRESSURE OF WATER SUPPLY AND WASTE LINES.

B. POTABILITY.

C. CONSUMPTION COST.

3A. ARE AIR COMPRESSORS AVAILABLE?

B. COST PER 25 HP COMPRESSOR RENTAL.

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8. LOCAL CONTRACTORS

- A. NAMES OF GENERAL CONTRACTORS.
- B. PICTURES OF SOME OF THEIR PROJECTS.

9. LABOR COSTS (BY HOUR)

- A. ELECTRICIANS.
- B. PLUMBERS.
- C. MASONS.
- D. CARPENTERS.
- E. PAINTERS.
- F. STEELWORKERS.

G. SIGN PAINTERS/LETTERERS.

H. LANDSCAPE GARDENERS.

10. MATERIAL AVAILABILITY, SIZE AND COSTS

- 1. FRAMING LUMBER.
- 2. TYPES OF HARDBOARD.
- 3. BRICK AND BLOCK (IN PLACE).
- 4. GLASS, QUALITY.

5. SQUARE TUBING.

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6. ROUND TUBING.

7. PLAIN CONCRETE, BY CUBIC METER (IN PLACE).

8. ASPHALT, BY CUBIC METER (IN PLACE).

9. SCAFFOLDING AVAILABILITY.

10. PAINT (QUALITY) INDICATE IF OIL, WATER, OR LATEX
BASE (COST) (RANGE OF COLORS FORWARD COLOR SAMPLES).

11. FABRICS, WIDTHS, COLORS (FORWARD SAMPLES).

12. UNIFORM FABRICS (FORWARD SAMPLES). WOULD IT BE CHEAPER TO BUY READY-MADE GARMENTS IN THE U.S.? YES NO WOULD IT BE ADVISABLE TO BUY THE FABRICS IN THE U.S. OR AT THE SITE?

EXPLAIN BRIEFLY.

13. TYPE OF WALLBOARD AVAILABLE (PLYWOOD, MASONITE) SHEET SIZES, THICKNESS, COST.

14. BUILDER'S HARDWARE.

15. PLUMBING FIXTURES.

16. PLATFORM COVERING (COSTS, ECT.)

1. TILE
2. LINOLEUM
3. CARPETING
4. COCOMAT

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17. LANDSCAPING

1. 4-METER HIGH TREES, TYPES.
2. 1-METER HIGH SHRUBS.
3. PLANTS AND FLOWERS.
4. CRUSHED STONE.
5. MARBLE CHIPS.
6. CRUSHED BRICK.
7. FINE GRAVEL.
8. GRASS.

18. IS OFFICE FURNITURE AVAILABLE? YES NO

OBTAIN NAME AND ADDRESS OF SUPPLIERS, SIZES, QUANTITY, TYPES, DELIVERY SCHEDULE AND RENTAL COSTS, PURCHASE COSTS, AND LOAN AVAILABILITY.

- A. DESKS, CHAIRS, TABLES, LOUNGE CHAIRS, SOFAS, ETC.
- B. TYPEWRITERS, ADDING MACHINES, DUPLICATORS.
- C. OFFICE SUPPLIES (DESCRIBE).
- D. DO THESE COSTS REFLECT CONTRACTOR AND SUBCONTRACTOR MARKUP? YES NO

19. PHOTOMURALS

- A. WHAT IS LARGEST SIZE WHICH CAN BE MADE?
- B. COST PER SQUARE METER.
- C. WHAT TYPE OF ADHESIVE IS USED TO MOUNT PHOTOMURALS?
- D. LIST PROCESSORS.

20. OTHER - ARE LARGE CRANES AND OTHER MATERIALS HANDLING EQUIPMENT AVAILABLE FOR ERECTING THE PAVILLON FORKLIFT TRUCKS, DOLLIES, LIFT TRUCKS, BULLDOZERS? (LIST)

- A. FROM WHOM?
- B. DELIVERY.

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C. SPECIFIC RENTAL PURCHASE COSTS AND LOAN AVAILABILITY

11. ITEMS OF PERSONAL LIVING CONDITIONS

1. WHAT CLOTHING WOULD BE REQUIRED FOR FAIR SEASON?

2. WHAT ARE THE HOTEL FACILITIES?

- A. FOR FAIR PERSONNEL?
- B. FOR VISITING FIREMEN?
- C. FOR EXHIBITING U.S. BUSINESSMEN?

3. WHAT IS THE RESTAURANT SITUATION IN THE AREA?

4. WHAT ARE THE FACILITIES FOR SUPPLYING PERSONAL NEEDS SUCH AS DRUGS, CLEANING SOAPS, CLOTHING, CIGARETTES, LAUNDRY, ETC.?

12. DO FAIR AUTHORITIES HAVE AN EXHIBIT SHELL SYSTEM WHICH IS AVAILABLE? IF SO, PLEASE SUBMIT DRAWINGS, PHOTOGRAPHS, TECHNICAL DETAILS AND COSTS OF SHELL SCHEMES.

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